

JOB DESCRIPTION

Job Title: Regional Sales Manager (USA Eastern)

(Should live in the US Eastern area or be willing to relocate.)

Reports to: Robert Parent, Vice President of Global Sales

Department: Global Sales

Position Summary

Plan, execute, and oversee all sales and promotional activities effectively.

Duties & Responsibilities

- Overseeing local and regional sales, promotions, and campaigns.
- Planning and directing the hiring and training of new Sales Representatives.
- Directing and coordinating all sales activities locally and regionally.
- Preparing sales budgets and projections and approving expenditures.
- Tracking and analyzing sales statistics based on key quantitative metrics.
- Handling and resolving customer complaints regarding a product or service.
- Setting discount rates and determining price schedules.
- Advising distributors and dealers on policies and Standard Operating Procedures (SOPs).
- Serving as the face of the organization to internal and external partners.
- Making data-informed decisions to drive performance and resource allocation.
- Developing and maintaining relationships with key clients.
- Setting sales quotas and goals.
- Overseeing and directing the performance of the sales team.
- Identifying emerging markets to find new sales opportunities.
- Defining and executing territory sales plans.

Education/Experience/Skills

- Associate or Bachelor's degree in Mechanical Engineering.
- 1 to 3 years of work experience in a similar role.
- Ability to set sales targets and achieve them effectively.
- Excellent interpersonal, customer service, and communication skills.
- Experience using CRM to manage the sales process and forecast sales.
- Strong analytical skills to identify trends and sales patterns.
- Ability to design and implement a successful sales strategy.
- Ability to guide and mentor sales representatives.
- Planning, organization, and problem-solving skills.
- Advanced time management skills.
- Knowledge of Microsoft Office specifically Powerpoint and Excel.
- Proficient written & oral communication skills.
- Experience using sales tracking software.



Freedom to Act

Work is performed independently within broad practices and procedures covered by functional precedents and policies.

Working Conditions

- Ability to work remotely for a specific period of time
- Ability to sit for long periods of time
- Ability to learn new processes and software on a timely basis

Disclaimer

This document describes the minimum essential duties, responsibilities, knowledge, skills, abilities, effort, and working conditions. In no way, does it state or imply that these are the only functions to be performed by the incumbent. Workers must follow any other job-related instructions and perform any other job-related functions requested by a supervisor or manager. Successful performance requires that the incumbent possess and utilize the abilities and skills described to perform proficiently. This document does not create or imply an employment contract other than an "at-will" relationship.

All functions and abilities may be subject to reasonable modification to accommodate individuals with disabilities. Some functions may exclude individuals who pose a direct threat or significant risk to the health and safety of themselves and others.

EEO (Equal Employment Opportunity) Statement

Forney Corporation is an Equal Opportunity Employer and participates in E-Verify. As part of the Graham Holdings Companies, Forney takes great pride in maintaining a diverse environment and our policies are not to discriminate in recruitment, hiring, training, promotion, or other employment practices for reasons of gender, race, age, color, religion, national origin, sexual orientation, veteran status, disability, marital, or any other legally protected status. Forney Corporation is also committed to working with and providing reasonable accommodation to individuals with disabilities. If, because of a medical condition or disability, you need a reasonable accommodation for any part of the application process. Should you need assistance please call 972-458-6183 Monday - Friday between the hours of 8 a.m. and 5 p.m. Central Standard Time. Ask for a member of the Human Resources team. We would like you to ensure that you let us know the nature of your request and leave your name and contact information.